

# EUROPEAN PRICE REPORT

**Issue 03/2011  
March 2011**

*The **European Fish Price Report**, based on information supplied by industry correspondents, aims to provide guidance on broad price trends. Price information is indicative and should be used only for forecasting medium- and long-term trends. FAO is not responsible for any errors or omissions.*

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European Seafood Exposition  
Brussels, 3-5 May 2011  
Hall: 6 - Booth: 1305**

## LATEST TRENDS

### JAPAN

The tragic earthquake and accompanying tsunami in Japan will undoubtedly impact the world economy, including the world markets for food. Japan is the world's single largest importer of fish and fishery products, and in the short term, the damage to infrastructure and the disruption in transportation and electricity transmission will impact negatively imports, distribution and consumption of chilled and frozen products. The earthquake and tsunami have also destroyed many fishing zones and fishing vessels, thereby reducing Japan's ability to catch and produce fish locally. With the Japanese tuna fleet now returning to Japanese harbours to assist in the rescue efforts, tuna landings will also be reduced. Fish processing plants has been damaged as well, although a large part of the industry has been outsourced to China.

The net effect is expected to be a reduction in Japanese imports in the short term until distribution systems are up and running again, but somewhat higher imports in the medium term. In particular, higher imports of products such as squid, wakame (seaweed), and oysters are likely.

The effect on consumer sentiment and consumption is still unknown. A side effect could be higher shipments to non-Japanese markets and somewhat lower prices on certain products.



## INCOTERMS

The International Chamber of Commerce (ICC) has published revisions to its Incoterms 2010, which took effect on 1 January 2011. Since the previous revision, Incoterms 2000, there have been a number of changes in global and domestic trade; the new revision addresses those changes. Incoterms will now be separated into 2 groups, those applicable to all modes of transport and those only applicable to sea and inland waterway transport.

The revised rules contain a number of changes, such as a reduction in the number of terms to 11 from 13. The DAF, DES, DEQ, and DDU designations have been eliminated, while two new terms, Delivered at Terminal (DAT) and Delivered at Place (DAP), have been added.

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## GROUND FISH

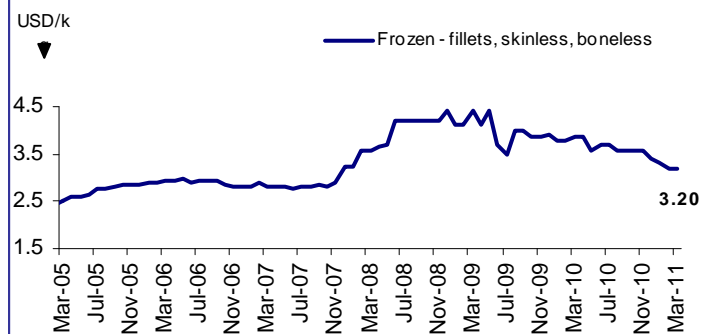
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Although prices are high, the dollar-euro exchange rate remains favourable for imports, helping to decrease costs. These lower costs are simply a factor of the exchange rate and should not be seen as an ongoing market trend.

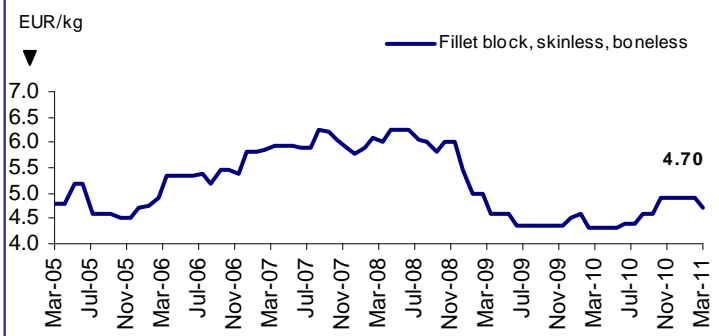
There is a shortage of Alaska pollack fillet blocks, which is cause for concern among importers; this is in contrast to prices, which are declining.

### Alaska pollack

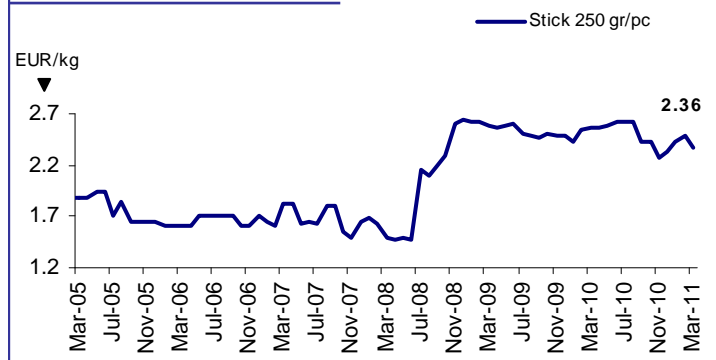
In Europe, origin: Russian Federation/USA



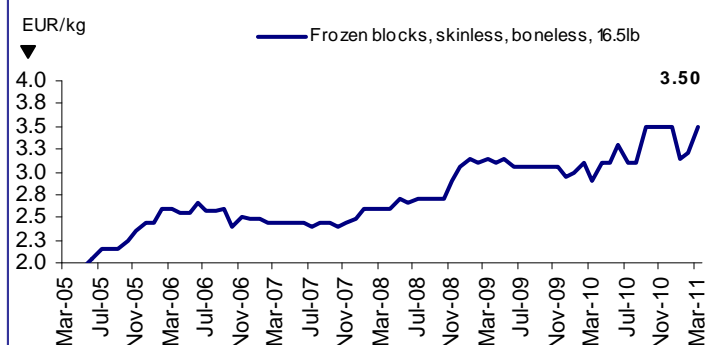
### Cod - In Germany, origin: Poland/Norway



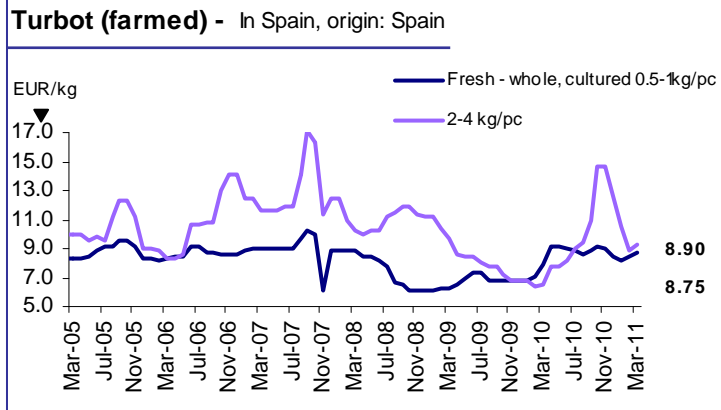
### Surimi - In France, origin: Spain



### Saithe - In Germany, origin: Norway



## FLATFISH

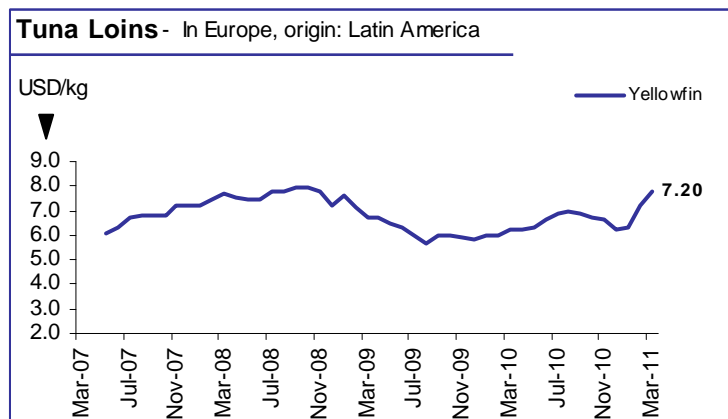


The market for flatfish is characterised by poor demand at present. Sales are still low but prices are showing an upward trend as a result of a shortage of fish. This is helping turbot farmers to keep prices high.

## TUNA

Libya has been the main source of Atlantic bluefin tuna for the Mediterranean tuna fattening farms in recent years. As a result of the present political situation, supply from the Libyan bluefin tuna industry could be impacted. However, the market is not expected to be affected in the immediate future as the Mediterranean catch quota for farming is low at present and the season does not begin until mid March. As the situation remains uncertain, the quota is likely to be caught elsewhere in the Mediterranean.

At this time of the year, sales are low and European tuna packers expect lower prices of raw material, which would allow some profit taking. Prices in the short term are expected to drop, but this is likely to be temporary if the trend of previous years is followed with prices peaking just before and during the summer season.



In Thailand, main size skipjack prices for April orders dropped compared with March and yellowfin tuna supplies are still low. High raw material inventories are giving fish buyers the opportunity to push prices down, as the scarcity of orders allows them the flexibility to buy more raw material only if the price is lower.

Meanwhile, catches are poor in the Western Pacific. Usually this would allow boat owners to increase prices, but at present they may be forced to accept lower prices for lower catches. Boat owners are also affected by sharp fuel price increases forcing a reduction in fishing effort for the time being.

Good catches in the Eastern Tropical Pacific pulled skipjack prices down in early March, but a shortage of cold storage capacity in Ecuador may delay offloading of raw material. Canneries in Ecuador were unable to benefit from the drop as they are not able to purchase sufficient quantities to take advantage of reduced prices.

Spanish and French seiner fleets are operating around the Seychelles, but Indian Ocean catches have been poor.

The internal turmoil in Côte d'Ivoire has affected the offloading of raw material at ports and the demand for tuna of West African origin has fallen. This situation is significantly affecting the tuna market in Spain.

The market for cooked and cleaned frozen tuna loins remains strong, reflecting the high prices of raw material during February.

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## CEPHALOPODS

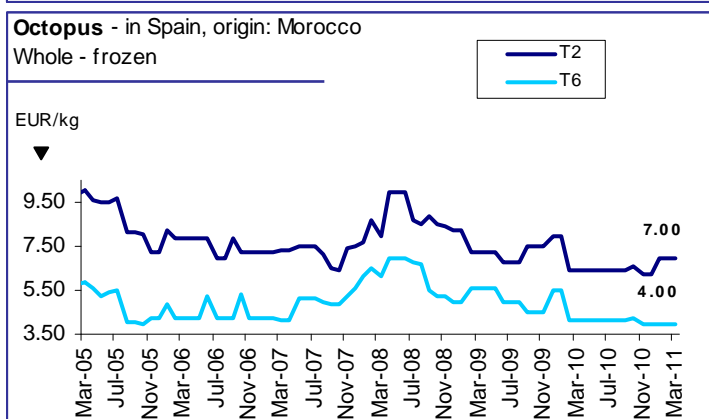
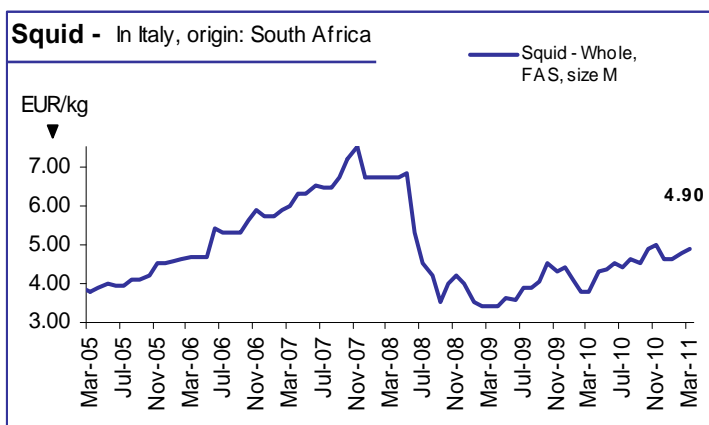
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India is the third most important squid exporter both in volume and value to the EU (excluding internal EU trade). One of GLOBEFISH correspondents reports that landings of cephalopods are very poor at the moment in India, with only small quantities of *Loligo spp.* Catches started to increase from the last week of February and demand also increased, mainly supported by enquiries from France, Spain and Portugal. Although it is two years since the terrorist attacks in Mumbai many of the fishing boats from Gujarat still face restrictions and are not allowed to operate in areas where they previously did, adversely affecting supply at this time of the year.

Squid below 20/40 pc/kg is being used in India for production of rings and tentacles.

In South Africa, although local squid landings dropped, prices in Europe remained stable. As the local currency strengthened relative to the euro, prices quoted in Rands fell. Stocks are not particularly high, giving rise to concern as prices for Easter have not been agreed yet. Currently shipments of S grades are scarce.

Landings of cephalopods in Morocco for the two first months of 2011 totalled 7 660 tonnes in quantity and EUR 36,1 million in value, an increase of 13% and 83% respectively, compared with the same period last year.




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## CRUSTACEANS

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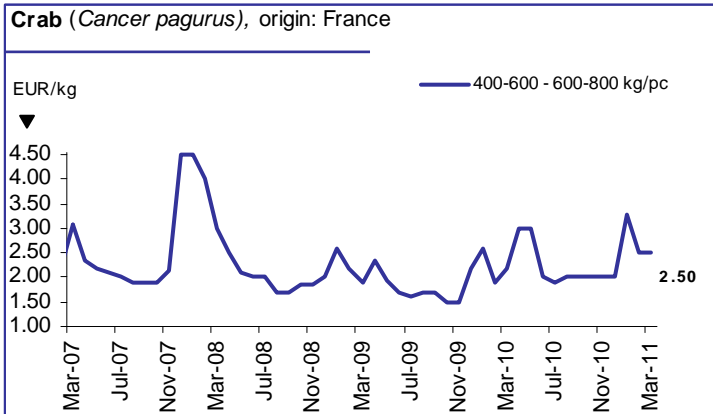
Although there is increasing demand for some shrimp species from India, catches are currently low.

Landings of Irish lobster are decreasing and the market remains quiet.

The minimum size for American lobster is likely to be raised. In the new season due to start in May there will most likely be an increase in price compared with last year.

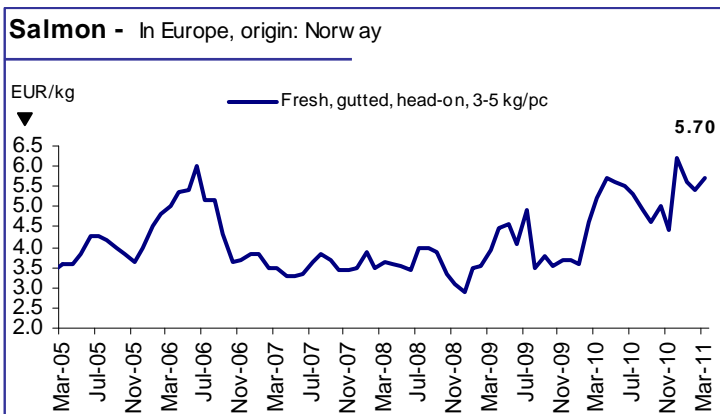
## BIVALVES

The shellfish market remains slow, as usual in February, with the supply of Irish, Dutch and Spanish mussels (*Mytilus galloprovincialis*) increasing. Irish mussels are currently more prominent in the French market replacing bouchot, and Dutch *Mytilus edulis* prices are improving.



The supply shortage of *Crassostrea gigas* is expected to keep prices high. Promotional activities are at a minimum and the market is relatively quiet. Scallop prices are increasing, linked to a quota reduction in Argentina.

## SALMON



Atlantic salmon quotations remain at high levels but are not expected to soften much until the new production comes to market from May-June onwards.

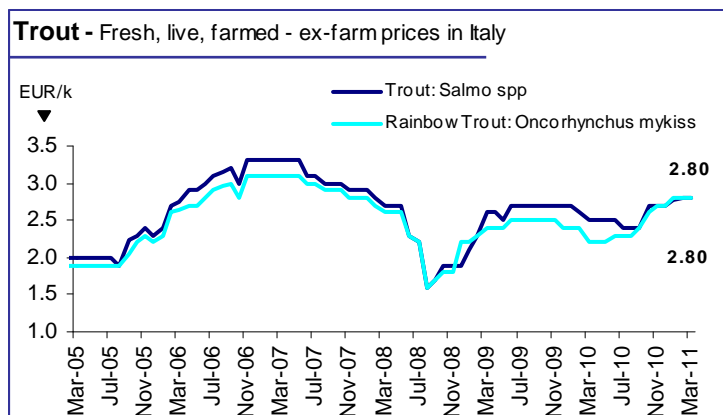
Norway's exports of Atlantic salmon in January-February 2011 were 130 000 tonnes (round weight equivalents), slightly down from the same period in 2010. However, values were up 23.6%

to NOK 4.7 billion (EUR 0.6 billion) as a result of the higher prices.

Export volumes to the EU, Norway's largest market with 65% of sales, were only slightly down but the volumes shipped to the US fell dramatically, from 8 488 in 2010 to 5 279 this year. The reason for the latter is improved conditions in Chile with Chilean salmon exports to traditional markets increasing again, including to the USA.

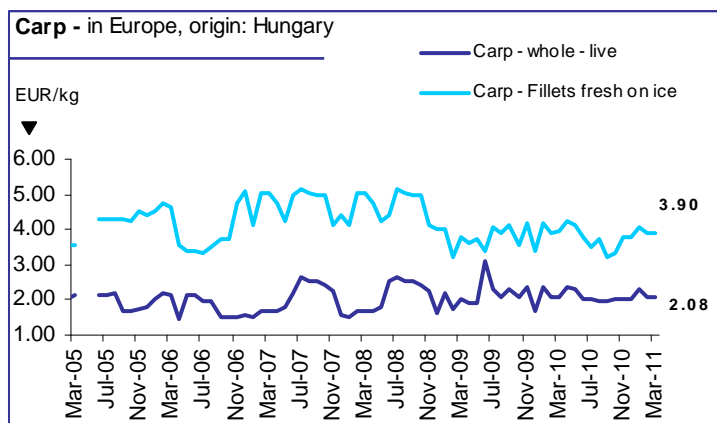
## TROUT

Both demand for trout and trout production are at normal levels for the season in southern Europe. Prices are slightly higher because of an increase in fishmeal costs and consequently in fish feed costs. In general, producers of smoked trout have benefited from high salmon prices whereas the market for portion size fillets has suffered from the competition of imported freshwater fillets, in particular pangasius but to some extent also tilapia and Nile perch.



Norway's trout production and exports continue to fall from last year with only 5 500 tonnes exported during the first two months of 2011, down 25.2% from 2010. Prices were sharply up to an average of NOK 45.36/kg (EUR 5.80). The reason for the drop in Norway's production is that farmers produce salmon and trout under the same licence and prefer salmon production at the moment.

## FRESHWATER FISH



Pangasius prices have been increasing, reaching record highs, partly because VASEP ordered a minimum floor price for exports and partly because of a shortage of raw material. Current stocks of fish are low, and despite the high prices, farmers are struggling to produce more because of problems in obtaining credit to fund new crops. As a result, processing factories are running far below capacity. The shortage of raw

material has been evident for the past three months and is likely to continue for some months to come. This situation will certainly affect pangasius markets in Europe, as well as elsewhere.

In the future, production of Mekong Delta pangasius is expected to grow thanks to additional areas being made available for pangasius farming. This will lead to higher exports in time but the issue of financing new production still has to be solved.

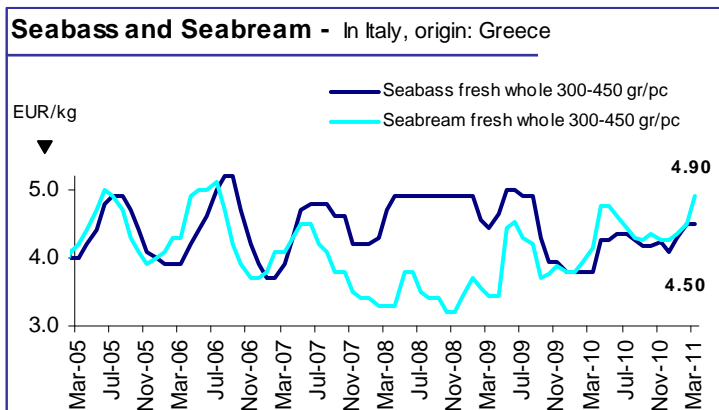
Hungarian carp market remains stable and large fluctuations are not expected in the short term.

## SEABASS/SEABREAM

Lower market demand for seabass caused prices to drop, and only portions 300-450 gr remained relatively stable. These figures contrast with seabream prices, which have increased by more than 7% for 300-450 gr thanks to increased demand for this product. The supply of bream is also lower than usual boosting prices further.

The outlook for prices for the rest of the year is uncertain. Difficult access to credit in both Spain and Greece will limit production increases in 2011. In Turkey, however,

production is reportedly growing in 2011, but domestic Turkish demand is also strong thanks to the buoyant state of the Turkish economy.



The restructuring of the European bass and bream sector is likely to continue with leading Spanish producer Culmarex now up for sale, as the group's new owner has chosen to concentrate on its salmon business.

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin
			As stated	EUR USD		
<b>GROUND FISH</b>						<b>March 2011</b>
<b>Cod/Cabillaud, Morue/ Bacalao</b> <i>Gadus morhua</i>	Fresh - fillet	100-200 gr/pc	<b>9.15</b>	12.60	Italy wholesale	Northern Europe
		200-400	<b>8.80</b>	12.12		
	Salted (Baccalà)		<b>8.20</b>	11.29		Norway
	Dried (Stoccafisso)		<b>26.00</b>	35.81		
	Soak (Stoccafisso)		<b>6.00</b>	8.26		
	Fresh gutted		1.31	<b>1.80</b> *	Poland daf	Baltic Sea
	Fillets, skinless, boneless, blockfrozen	16.5 lb	<b>4.70</b>	6.47 -	Germany ddp	Barents Sea
<b>Hake/Merlu/Merluza</b> <i>Merluccius capensis</i>	Skin-on fillets, plate land-frozen	2-4 oz/pc	<b>2.90</b>	3.99	Spain ddp	Namibia
		4-6	<b>3.30</b>	4.55		
		6-8	<b>3.55</b>	4.89		
		8-12	<b>3.65</b>	5.03		
<b>Alaska pollack/Lieu de l'Alaska/Colin de Alaska</b> <i>Theragra chalcogramma</i>	Fillet block, skinless, boneless	16.5 lb	2.58	<b>3.55</b> =	Germany ddp	USA
			2.32	<b>3.20</b> =		Russia
			2.21	<b>3.05</b> =		China
	Fillet, skinless, PBI, blockfrozen		2.18	<b>3.00</b> =		Russia
	Skinless, boneless, PBO, IQF	2-4 oz	1.38	<b>1.90</b> *	cfr	China
	Fillets		2.32	<b>3.20</b> -	France cfr	USA
			2.07	<b>2.85</b> -		China
<i>Merluccius productus</i>	Fillet, regular, skinned, PBO	16.5 lb	2.03	<b>2.80</b> *	Germany cfr	USA
<b>Surimi (Alaska pollack)</b>	Stick - grade A	250 gr/pc	<b>2.36</b>	3.25 -	France ddp	Spain
<b>Saithe/Lieu noir/ Carbonero (Pollock, Coley)</b> <i>Pollachius virens</i>	Frozen - block, fillet, skinless, boneless	16.5 lb	<b>3.50</b>	4.82 +	Europe ddp	Norway
						Faeroe Islands/ Iceland
<b>Monkfish/Baudroie/ Rape</b> <i>Lophius spp.</i>	Tails, skin-off, IWP	100-250 gr/pc	<b>5.25</b>	7.23	Spain ddp	Namibia
		250-500	<b>8.00</b>	11.02		
		500-1000	<b>9.00</b>	12.40		
		> 1000	<b>10.00</b>	13.77		
	IQF tail, skin-on 15% glaze	50-100 gr/pc	2.40	<b>3.30</b>	European main ports cfr	China
		100-200	3.27	<b>4.50</b>		
		200-300	3.70	<b>5.10</b>		
	300-500	4.28	<b>5.90</b>			
	500-1000	4.79	<b>6.60</b>			
	> 1000	6.90	<b>9.50</b>			
	IQF, tail-less, skinless, PBO	40-80 gr/pc	<b>3.70</b>	5.10 *	ddp	
<b>Haddock/Eglefin/Eglofino</b> <i>Melanogrammus aeglefinus</i>	Fillet, skinless, boneless blockfrozen	16.5 lb	<b>4.50</b>	6.20 +	Germany ddp	Barents Sea
<b>Red Snapper/vivaneau/ Pargo</b> <i>Lutjanus spp.</i>	Whole, gutted 100% net weight	2-4 kg/pc	No quotations		Italy cfr	India
		4-6				
		> 5				
<b>FLAT FISH</b>						<b>March 2011</b>
<b>Turbot/Rodaballo</b> <i>Scophthalmus maximus</i>	Fresh - whole cultured	0.5-1 kg/pc	<b>8.75</b>	12.05 +	Spain cif	Spain
		1-2	<b>9.65</b>	13.29 +		
		2-3	<b>9.25</b>	12.74 +		
		3-4	<b>11.75</b>	16.18 -		
	Fresh - whole cultured 15% glaze	0.25-0.5 gr/pc	<b>6.35</b>	8.75 -	Netherlands cif (for Spanish mkt)	Netherlands
		0.5-1	<b>10.12</b>	13.94 -		
		1-2	<b>15.29</b>	21.06 -		
		2-3	<b>16.11</b>	22.19 -		
		3-4	<b>20.93</b>	28.83 -		
		> 4	<b>24.69</b>	34.01 -		

Fish Species Trade Name	Product Form	Grading	Price per kg			Reference & Area	Origin	
			As stated	EUR	USD			
<b>FLATFISH (cont.)</b>							<b>March 2011</b>	
<b>Dover sole/Sole/ Lenguado</b> <i>Solea vulgaris</i>	Frozen 40% glaze	120-170 gr/pc		<b>6.85</b>	9.43 +	<b>Netherlands cif</b> (for Spanish mkt)	Netherlands	
		170-220		<b>8.05</b>	11.09 +			
		220-300		<b>8.65</b>	11.91 +			
		300-350		<b>10.57</b>	14.56 +			
		350-400		<b>10.99</b>	15.14 +			
		400-500		<b>11.05</b>	15.22 +			
<b>European Flounder/ Flet d'Europe/ Platija europea</b> <i>Platichthys flesus</i>	Fresh whole	very small		0.41	<b>0.56</b> *	<b>Poland daf</b>	Baltic	
<b>TUNAS/BILLFISHES</b>							<b>March 2011</b>	
<b>Tuna/Thon/Atún</b> <i>Thunnus spp.</i>	Yellowfin - cooked & cleaned loins - vacuum packed	double cleaned		5.66	<b>7.80</b> +	<b>Italy ddp</b>	Kenya/Solomon Is	
	Yellowfin - whole	> 10 kg/pc		<b>2.08</b>	2.86 +	<b>Spain cif</b>	Atlantic Ocean	
		< 10		<b>1.45</b>	2.00 *			
	Yellowfin - whole	> 20 kg/pc		<b>2.15</b>	2.96 *	cfr	Côte d'Ivoire	
	Yellowfin - whole	> 20 kg/pc		<b>2.00</b>	2.75		Seychelles/ Philippines	
		> 10 gr/pc		<b>2.50</b>	3.44		W. Pacific Oc	
	Skipjack - whole	> 1.5-1.8 kg/pc		<b>1.15</b>	1.58 +		Atlantic Ocean	
	Bigeye - whole	> 10 kg/pc		<b>1.75</b>	2.41 *			
	Albacore - whole	< 10 kg/pc		<b>3.00</b>	4.13 *		Western Pacific	
				<b>2.45</b>	3.37 *		Eastern Pacific	
	Yellowfin frozen loins			<b>4.90</b>	6.75		Indian Ocean	
	Skipjack frozen loins	1.5-1.8 kg/pc		<b>3.90</b>	5.37		ddp	East. Pac. Oce.
	Yellowfin - cooked & cleaned loins - vacuum packed	double cleaning		4.07	<b>5.60</b> *		cfr	Kenya/Solomon Is
	Skipjack whole			<b>1.07</b>	1.47 -	<b>Seychelles fob</b> (for EU market)	Indian Ocean	
Yellowfin whole			<b>1.78</b>	2.45 -				
<b>Swordfish/Espadon/ Pez espada</b> <i>Xiphias gladius</i>	Whole			<b>12.25</b>	16.87	<b>Italy wholesale</b>	Imports	
				<b>9.25</b>	12.74		Italy	
		<b>Smoked - slices</b>		<b>15.75</b>	21.69			
	Seafrozen	20-30 kg/pc		<b>6.25</b>	8.61	<b>Spain fot</b>	Spain	
	30-50-70		<b>6.40</b>	8.81				
	70-100		<b>6.40</b>	8.81				
<b>SMALL PELAGICS</b>							<b>March 2011</b>	
<b>Mackerel/Maquereau/ Caballa</b> <i>Scomber scombrus</i>	Whole	200-400 gr/pc		not available		<b>Norway fob</b>	Norway	
		300-500		NOK <b>11.50</b>	1.47			2.03
		400-600		NOK <b>17.75</b>	2.27			3.13
<b>Herring/Hareng/Arenque</b> <i>Clupeidae</i>	Whole	> 300 gr/pc		0.86	<b>1.18</b>	cif		
		> 330		0.87	<b>1.20</b>			
		> 350		0.92	<b>1.27</b>			
	Fillet - skinless	50-80 gr/pc	NOK <b>11.60</b>	1.49	2.05	fob		
		60-90	not available					
Flaps	4-7 pc/kg	not available			cif			
	6-10	NOK <b>11.60</b>	1.49	2.05				
	8-12	NOK <b>11.00</b>	1.41	1.94				
	<b>Fresh - whole</b>	70-100 gr/pc		0.36	<b>0.49</b> +	<b>Poland daf</b>	Baltic	
<b>European anchovy/ Anchois/Boquerón</b> <i>Engraulis encrasicolus</i>	<b>Fresh</b>	first category		<b>3.20</b>	4.41	<b>Italy wholesale</b>	Italy	



Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin	
			As stated	EUR USD			
<b>SMALL PELAGICS</b>						<b>March 2011</b>	
<b>Sprat/Sprat/Espadín</b> <i>Sprattus sprattus</i>	Fresh - whole		0.15	0.20 *	Poland daf	Baltic	
<b>Capelin/Capelan/ Capelán</b> <i>Mallotus villosus</i>	Whole	mixed	No quotations		Norway fob	Norway	
<b>CEPHALOPODS</b>						<b>March 2011</b>	
<b>Squid/Encornet/Calamar</b> <i>Loligo spp.</i>	Fresh	Large	6.00	8.26	Italy wholesale	Imports	
			7.15	9.85		Italy	
	Whole cleaned, IQF, 90% NW	< 5 < 10 10-20 20-40	No quotations		Germany cfr	India	
	Frozen - whole	S (< 18 cm) M (18-25) L (25-30) XL (>30)	4.70	6.47 +	cif	South Africa	
			4.90	6.75 +			
			5.10	7.02 +			
			5.20	7.16 +			
	<i>Todarodes pacificus</i>	Tubes, cleaned IQF 20% glaze	< 5	2.58	3.55 -		China
	<i>Loligo duvauceli</i>	Whole - cleaned 20% glaze	< 5 6-10 10-20 20-40	3.00	4.13 *	Spain cif	India
				2.75	3.79 *		
			2.45	3.37 *			
			2.00	2.75 *			
	IQF, blanched ring 10% glaze, 10 kg bulk	40-60 > 60	3.01	4.15 *	France cif		
	Squid tube, 10% glaze	40-80 80-150	2.87	3.95 *	Portugal cif		
			2.25	3.10 *			
<b>Octopus/Poulpe/Pulpo</b> <i>Octopus vulgaris</i>	Frozen - whole	T1	8.00	11.02 =	Spain wholesale	Morocco	
		T2	7.00	9.64 =			
		T3	5.50	7.58 =			
		T4	5.00	6.89 =			
		T5	4.50	6.20 =			
		T6	4.00	5.51 =			
		T7	3.60	4.96 =			
		T8	3.40	4.68 =			
		T9	3.10	4.27 =			
	<i>Octopus spp.</i>	Chopped octopus, IQF blanched, 10% glaze	10 kg bulk	2.00	2.75 *	cif	India
<b>CRUSTACEANS</b>						<b>March 2011</b>	
<b>Coldwater shrimp/ Crevette nordique/ Camarón boreal</b> <i>Pandalus borealis</i>	Fresh - Pre-cooked	packed	5.75	7.92	Italy wholesale	Italy	
<b>Whiteleg shrimp/ Crevette pattes blanches/Camarón patiblanco</b> <i>Penaeus vannamei</i>	Raw, headless, shell-on IQF, 80% net weight	21-25	5.55	7.65 *	Germany cfr	Thailand	
		26-30	5.16	7.10 *			
		31-40	5.05	6.95 *			
		41-50	4.54	6.25 *			
		51-60	4.03	5.55 *			

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin
			As stated	EUR USD		
<b>CRUSTACEANS (cont.)</b>						<b>March 2011</b>
<b>Black tiger/Crevette tigrée/Camarón tigre</b> <i>Penaeus monodon</i>	IQF, head-on, 20% glaze	4-6	12.60	17.35 *	<b>Europe cfr</b>	Bangladesh
		6-8	11.04	15.20 *		
		8-12	8.17	11.25 +		
		13-15	6.75	9.30 -		
		16-20	5.88	8.10 -		
		21-30	4.43	6.10 -		
		31-40	3.63	5.00 -		
		41-50	2.90	4.00 =		
	Block, headless, 20%	6-8	14.38	19.80 -	<b>France cfr</b>	India
		8-12	12.78	17.60 =		
		13-15	10.93	15.05 =		
		16-20	9.73	13.40 +		
		21-25	7.59	10.45 -		
		26-30	6.53	9.00 -		
		31-40	5.66	7.80 +		
	IQF, head-on 20% glaze	16-20	7.08	9.75 +	<b>Europe cfr</b>	
		20-30	5.48	7.55 +		
		30-40	4.76	6.55 +		
		40-60	4.03	5.55 +		
	Headless, easy-peel, 25% glaze IQF	< 5	12.49	17.20	<b>Germany cfr</b>	
		6-8	11.04	15.20		
8-12		9.37	12.90 -			
13-15		7.41	10.20 -			
16-20		6.75	9.30 +			
Head-on, shell-on, semi-IQF 80% net weight	16-20	6.93	9.55 *	<b>France cfr</b>		
	21-25	6.21	8.55 *			
	26-30	5.52	7.60 *			
	31-40	5.05	6.95 *			
Raw, PD, tail-on, IQF 80% net weight	16-20	8.39	11.55 *	<b>France cfr</b>		
	21-25	7.70	10.60 *			
	26-30	6.24	8.60 *			
	31-40	5.74	7.90 *			
<b>Warmwater shrimp/ Crevette d'eau chaude/ Langostino, Gamba</b> <i>Metapenaeus Dobsoni</i>	IQF, raw, PD 80% net weight	16-20	5.45	7.50 *	<b>Italy wholesale</b>	Italy
		21-25	4.86	6.70 *		
<b>Mantis shrimp/Squilla/ Galera</b> <i>Squilla mantis</i>	Live		9.50	13.08	<b>France delivered to French vivier companies</b>	Ireland
	Fresh		5.75	7.92		
<b>European lobster/ Homard européen/ Bogavante</b> <i>Homarus gammarus</i>	Live - bulk	400-600 gr/pc	24.50	33.74 =	<b>Europe cif</b>	Canada
		600-800	24.50	33.74 =		
<b>American lobster/ Homard américain/ Bogavante americano</b> <i>Homarus americanus</i>	Frozen whole cooked popsicle	< 450 gr/pc	<b>No quotations</b>		<b>France delivered live to French vivier companies</b>	Ireland
		> 450				
<b>Edible crab/Tourteau/ Buey de mar</b> <i>Cancer pagurus</i>	Live	400-600 gr/pc	2.50	3.44 =		
		600-800	2.50	3.44 =		

Fish Species Trade Name	Product Form	Grading	Price per kg			Reference & Area	Origin
			As stated	EUR	USD		
<b>BIVALVES</b>							<b>March 2011</b>
<b>Oyster/Huitre/Ostra</b> <i>Crassostrea gigas</i>	Live			<b>4.50</b>	6.20	Italy wholesale	France
	Live	No. 3		<b>3.50</b>	4.82 =	France prod. price	Ireland/France
<b>Mussel/Moule/Mejillón</b> <i>Mytilus edulis</i>	Live - Rope			No quotations		cif to packer	Ireland
	Live - Bottom mussel			<b>1.00</b>	1.38 +	Netherlands auction	Netherlands
<i>Mytilus galloprovincialis</i>	Live - Rope	60-80 pc/kg		<b>2.00</b>	2.75 =	France wholesale	Spain
<i>Mytilus spp.</i>	IQF	300-500 pc/kg		2.03	<b>2.80</b> -	France cfr	Chile
<b>Scallop/Coquille Saint-Jacques/Vieira</b> <i>Pecten jacobaeus</i>	Chilled - shell-on			<b>10.50</b>	14.46	Italy wholesale	Italy
	Shell-off			<b>8.15</b>	11.22		
<i>Zygochlamys patagonica</i>	IQF - shell-off	120-150 gr/pc		<b>12.00</b>	16.53 *	Europe ddp	Argentina
<b>Scallop/Peigne/Peine</b> <i>Chlamys spp.</i>	Fresh			<b>11.35</b>	15.63	Italy wholesale	Italy
<b>Venus clam/Praire/Chirla</b> - <i>Venus gallina</i>	Live			<b>5.25</b>	7.23		
<b>Grooved Carpet shell/Palourde/Almeja fina</b> <i>Venerupis semidecussatus</i>	Live			<b>6.25</b>	8.61		
<b>Razor shell/Couteau/Navajas</b> - <i>Solenidae</i>	IQF	12 cm		<b>3.55</b>	4.89 =	Spain cif	Netherlands
<b>SALMON</b>							<b>March 2011</b>
<b>Atlantic salmon/Saumon de l'Atlantique/Salmón del Atlántico</b> <i>Salmo salar</i>	Fresh - gutted, head-on	1-2 kg/pc		<b>5.00</b>	6.89 +	France cif	Scotland
	Superior quality	2-3		<b>5.50</b>	7.58 +		
		3-4		<b>6.00</b>	8.26 +		
		4-5		<b>6.00</b>	8.26 +		
		5-6		<b>6.00</b>	8.26 +		
		> 6		<b>6.30</b>	8.68 +		
	Fresh - gutted, head-on	1-2 kg/pc		<b>4.80</b>	6.61 +	ddp	Norway
	Superior quality	2-3		<b>5.30</b>	7.30 +		
		3-4		<b>5.70</b>	7.85 +		
		4-5		<b>5.70</b>	7.85 +		
		5-6		<b>5.70</b>	7.85 +		
		> 6		<b>5.80</b>	7.99 +		
<b>TROUT</b>							<b>March 2011</b>
<b>Trout/Truite/Trucha</b> <i>Salmo spp.</i>	Fresh on ice whole	0.5-0.8 kg/pc	HUF 1051	3.85	5.31 -	Hungary exw	Hungary
	Fillet - farmed	200-400 gr/pc		<b>6.80</b>	9.37 =	Italy ex-farm	Italy
	Live - farmed	500-700 gr/pc		<b>2.80</b>	3.86 =		
<b>Rainbow trout/Truite arc-en-ciel/Trucha arco iris</b> <i>Oncorhynchus mykiss</i>	Live - farmed	250-400 gr/pc		<b>2.80</b>	3.86 =		
	Gutted			<b>3.70</b>	5.10 =		
<b>Nile perch/Perche du Nil/Perca del Nilo</b> <i>Lates niloticus</i>	Fillet - IWP	200-500 gr/pc		<b>4.75</b>	6.54 *	Spain cfr	Uganda/Kenya
		400-600		<b>4.80</b>	6.61 *		
		500-1000		<b>4.80</b>	6.61 *		
<b>FRESHWATER FISH</b>							<b>March 2011</b>
<b>Pangas catfish/Panga/Pez gato</b> <i>Pangasius spp.</i>	Filletts - intervld, 10% glaze sknlss, bonlss, belly-off	120-170-220 gr/pc		2.11	<b>2.90</b>	Spain cfr	Viet Nam
	Filletts - IQF, white, 20%, 1kg poly bag	120-170-220 gr/pc		1.92	<b>2.65</b>		
	Fillet, boneless, skinles, IQF 80% net weight	120-170 gr/pc		1.71	<b>2.35</b> *		

Fish Species Trade Name	Product Form	Grading	Price per kg			Reference & Area	Origin
			As stated	EUR	USD		
<b>FRESHWATER FISH (cont.)</b>							<b>March 2011</b>
North African catfish/ Poisson-chat nord- africain/Pez-gato <i>Clarias gariepinus</i>	Fresh, fillet, skin-on		HUF 1051	3.85	5.31	Hungary ex-farm	Hungary
Carp/Carpe/Carpa <i>Cyprinus spp.</i>	Fresh - gutted, head-on	1-4.50 kg/pc	HUF 771	2.83	3.89		
	Fresh - gutted, headless	0.7-4 kg/pc	HUF 896	3.28	4.52		
	Live	1.5-5 kg/pc	HUF 546	2.00	2.76 -		
	Fresh on ice - slices		HUF 876	3.21	4.42 -		
	Fresh on ice - fillets		HUF 1051	3.85	5.31 =		
Bighead carp/Carpe à grosse tête/Carpa capezona <i>Aristichthys nobilis</i>	Fresh gutted, head-on	0.7-4 kg/pc	HUF 525	1.92	2.65 +		
	Fresh on ice, fillets		HUF 613	2.25	3.09 +		
Grass carp/ Carpe herbivore/ Carpa china <i>Ctenopharyngodon idellus</i>	Fresh on ice, whole, gutted, headless	1-3 kg/pc	No quotations				
Wels/Silure glane/Siluro <i>Silurus glanis</i>	Fresh - whole, gutted, head-on	1.5-4 kg/pc	No quotations				
<b>NON-TRADITIONAL SPECIES</b>							<b>March 2011</b>
Sturgeon/Esturgeon/ Esturione <i>Acipenseridae</i>  <i>A.baeri</i>	Frozen - Whole	1.5-2 kg/pc	6.00 8.26 =			France cif	France
	Gutted	5-7 kg/pc	6.00 8.26 =				
	Fillets	200-300 gr/pc	11.00 15.15 =				
		800-1000	11.00 15.15 =				
	Caviar (Aquitaine) metal boxes		1 400 1 928 =			Italy wholesale	Northern Europe
Picked dogfish/Aiguillat commun/Mielga <i>Squalus acanthias</i>	Fresh - skin-off		13.00 17.90				
Grouper/Mérou/Mero <i>Epinephelus spp</i>	Whole - gutted, 20 kg-pack	1-2 kg/pc	1.96 2.70 =			Netherlands cfr	India
		2-5	2.69 3.70 =				
		5-10	2.69 3.70 =				
		> 10	2.69 3.70 =				
	Fresh		12.40 17.08			Italy wholesale	Imports
John dory/Saint Pierre/ Pez de San Pedro <i>Zeus faber</i>	Fresh	15.50 21.35					
		12.75 17.56					
Red scorpionfish/Ras- casse rouge/Cabracho <i>Scorpaena scrofa</i>	Fresh	15.80 21.76				Italy	
		19.55 26.93					
<b>SEABASS/SEABREAM/MEAGRE</b>							<b>March 2011</b>
Seabass/Bar, Loup/Lubina <i>Dicentrarchus labrax</i>	Fresh - whole	200-300 gr/pc	4.05 5.58 +			Greece fob	Greece
		300-450	4.30 5.92 =				
		400-600	4.40 6.06 +				
		600-800	5.30 7.30 -				
		800-1000	7.25 9.99 -				
		> 1000	8.20 11.29 -				

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin
			As stated	EUR USD		
<b>SEABASS/SEABREAM/MEAGRE (cont.)</b>						<b>March 2011</b>
<b>Seabass/Bar, Loup/Lubina</b> <i>Dicentrarchus labrax</i>	Fresh - whole	200-300 gr/pc	4.25	5.85 +	Italy cif	Greece
		300-450	4.50	6.20 =		
		450-600	4.60	6.34 +		
		600-800	5.50	7.58 -		
		800-1000	7.45	10.26 -		
		> 1000	8.40	11.57 -		
		200-300 gr/pc	4.30	5.92 +	France cif	
		300-450	4.55	6.27 =		
		450-600	4.65	6.40 +		
		600-800	5.55	7.64 -		
		800-1000	7.50	10.33 -		
		> 1000	8.45	11.64 -		
		200-300 gr/pc	4.29	5.91 +	Spain cif	
		300-450	4.54	6.25 =		
450-600	4.64	6.39 +				
600-800	5.54	7.63 -				
800-1000	7.49	10.32 -				
> 1000	8.44	11.62 -				
200-300 gr/pc	4.32	5.95 +	Germany cif			
300-450	4.57	6.29 =				
450-600	4.67	6.43 +				
600-800	5.57	7.67 -				
800-1000	7.52	10.36 -				
> 1000	8.47	11.67 -				
200-300 gr/pc	4.30	5.92 +	Portugal cif			
300-450	4.55	6.27 =				
450-600	4.65	6.40 +				
600-800	5.55	7.64 -				
800-1000	7.50	10.33 -				
> 1000	8.45	11.64 -				
200-300 gr/pc	4.48	6.17 +	UK cif			
300-450	4.73	6.51 =				
450-600	4.83	6.65 +				
600-800	5.73	7.89 -				
800-1000	7.68	10.58 -				
> 1000	8.63	11.89 -				
200-300 gr/pc	5.20	7.16 +	Spain fob	Spain		
300-400	5.17	7.12 +				
400-600	5.13	7.07 +				
600-800	5.24	7.22 +				
<b>Gilthead seabream/ Dorade royale/Dorada</b> <i>Sparus aurata</i>	Fresh - whole	200-300 gr/pc	4.25	5.85 +	Greece fob	Greece
		300-450	4.70	6.47 +		
		450-600	4.75	6.54 +		
		600-800	5.30	7.30 =		
		800-1000	6.80	9.37 -		
		> 1000	6.80	9.37 -		

Fish Species Trade Name	Product Form	Grading	Price per kg		Reference & Area	Origin
			As stated	EUR USD		
<b>SEABASS/SEABREAM/MEAGRE (cont.)</b>						<b>March 2011</b>
<b>Gilthead seabream/ Dorade royale/Dorada</b> <i>Sparus aurata</i>	Fresh - whole	200-300 gr/pc	4.45	6.13 +	Italy cif	Greece
		300-450	4.90	6.75 +		
		450-600	4.95	6.82 +		
		600-800	5.50	7.58 =		
		800-1000	7.00	9.64 -		
		> 1000	7.00	9.64 -		
		200-300 gr/pc	4.50	6.20 +		
		300-450	4.95	6.82 +		
		450-600	5.00	6.89 +		
		600-800	5.55	7.64 =		
		800-1000	7.05	9.71 -		
		> 1000	7.05	9.71 -		
		200-300 gr/pc	4.49	6.18 +	Spain cif	
		300-450	4.94	6.80 +		
		450-600	4.99	6.87 +		
		600-800	5.54	7.63 =		
		800-1000	7.04	9.70 -		
		> 1000	7.04	9.70 -		
		200-300 gr/pc	4.52	6.23 +		
		300-450	4.97	6.85 +		
		450-600	5.02	6.91 +		
		600-800	5.57	7.67 =		
		800-1000	7.07	9.74 -		
		> 1000	7.07	9.74 -		
		200-300 gr/pc	4.50	6.20 +	Portugal cif	
		300-450	4.95	6.82 +		
		450-600	5.00	6.89 +		
		600-800	5.55	7.64 =		
800-1000	7.05	9.71 -				
> 1000	7.05	9.71 -				
200-300 gr/pc	4.68	6.45 +	UK cif			
300-450	5.13	7.07 +				
450-600	5.18	7.13 +				
600-800	5.73	7.89 =				
800-1000	7.23	9.96 -				
> 1000	7.23	9.96 -				
200-300 gr/pc	3.80	5.23 -		Spain fob	Spain	
300-400	5.48	7.55 +				
400-600	5.50	7.58 +				
600-800	4.30	5.92				
<b>Meagre/Maigre Commun Corvina</b> <i>Argyrosomus regius</i>	Whole	2-3 kg/pc	7.30	10.05	Italy cif	Greece

The **European Fish Price Report** is a monthly GLOBEFISH publication,  
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#### PRICE REFERENCE (INCOTERMS 2010)

exw	ex works
fca	free carrier
fas	free alongside ship
fob	free on board
cfr	cost and freight
cif	cost, insurance and freight
cpt	carriage paid to
cip	carriage and insurance paid to
ddp	delivered duty paid
dat (new)	delivered at terminal
dap (new)	delivered at place
(daf, des, deq and ddu have been cancelled)	

#### PRODUCT FORM

IQF	individually quick frozen
IWP	individually wrapped pack
PBI	pinbone in
PBO	pinbone off
C&P	cooked and peeled
H&G	headed and gutted
FAS	frozen at sea
PD	peeled and deveined
PUD	peeled, undeveined

#### SYMBOLS

+	Price increased in original currency since last report
-	Price decreased in original currency since last report
=	Updated but unchanged price
*	New insertion
	Not updated since last issue

#### CURRENCY RATES

		USD	EUR
Canada	CAD	0.97	1.35
Hungary	HUF	198.07	272.80
Norway	NOK	5.67	7.81
Switzerland	CHF	0.93	1.28
UK	GBP	0.63	0.86
USA	USD	-	1.38
EU	EUR	0.73	-
Japan	JPY	82.22	113.24
South Africa	ZAR	6.94	9.57

Source: Federal Reserve Bank of New York 11/03/11

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